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EARTHLINK 1375 Peachtree St., Level A  
Atlanta, GA 30309  
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MAY - 7 2002

May 7, 2002

FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

**EX PARTE**

Marlene Dortch  
Secretary  
Federal Communications Commission  
The Portals  
TW-A325  
445 12<sup>th</sup> Street, S.W.  
Washington, D.C. 20554

Re: Oral *Ex Parte* Presentation -- Correction  
CC Docket Nos. 95-20; 98-10; 00-185; 01-337; 02-33; MB Docket 02-70

Dear Ms. Dortch:

On May 3, 2002, EarthLink filed a letter reflecting oral *ex parte* presentations in the above-referenced dockets. Unfortunately, Exhibit A of the May 3 letter was incomplete. A copy of the complete Exhibit A is attached hereto for inclusion in each of the above-referenced dockets.

Pursuant to Section 1.1206(b)(2) of the Commission's Rules, twelve copies of this Notice are being provided to you for inclusion in the public record in the above-captioned proceedings. Should you have any questions, please contact me.

Sincerely,

David N. Baker  
VP, Law and Public Policy  
EarthLink, Inc.

CC: Chairman Powell  
Commissioner Abernathy  
Commissioner Martin  
Commissioner Copps  
Kyle Dixon  
Susan Eid  
Matthew Brill  
Jennie Berrie  
Dan Gonzalez  
Jordan Goldstein

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# **Exhibit A**



**FOR IMMEDIATE RELEASE:** March 12, 2002

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## **AT&T BROADBAND AND EARTHLINK FORGE ISP CHOICE AGREEMENT**

***— EarthLink to offer Consumers High-Speed Internet via  
AT&T Broadband network in Greater Boston and the Seattle Market—***

ATLANTA and ENGLEWOOD, Colo. — AT&T Broadband and EarthLink have reached an agreement that allows EarthLink to offer high-speed cable Internet service via AT&T Broadband's network, the companies said today. EarthLink will initially launch its EarthLink High Speed Internet service in greater Boston and in the Seattle market. The companies anticipate launching EarthLink's service in additional cities in 2003.

As part of the agreement, EarthLink will offer a full service package including high-speed Internet access, content, applications and functionality.

AT&T Broadband began testing ISP choice in Boulder, Colo., in June 2000. The \$20 million six-month trial, which included EarthLink, tested technical and operational issues enabling multiple ISPs on the broadband network.

"This agreement is the culmination of years of investing to develop a multiple-ISP solution to offer consumers a choice of Internet providers on our network," said C. Michael Armstrong, AT&T chairman. "We look forward to working with EarthLink to bring the power of high-speed cable Internet and choice to more consumers."

-- more --

## **2-2-2 AT&T BROADBAND AND EARTHLINK FORGE ISP CHOICE AGREEMENT**

“Reaching a second cable partnership – particularly with the largest cable provider in the industry – is a significant milestone in helping us to achieve our broadband expansion goals,” said Garry Betty, chief executive officer of EarthLink. “Along with AT&T Broadband, we are pleased to be able to offer these customers a choice of ISPs.”

AT&T Broadband is the nation’s largest cable provider in the U.S. with 13.6 million cable customers. About 1.5 million customers subscribe to AT&T Broadband Internet, the company’s high-speed cable Internet service. AT&T Broadband will continue to offer a full range of ISP services. AT&T Broadband will pursue discussions with other ISPs to offer consumers additional choice.

The agreement also gives EarthLink the largest cable Internet footprint of any independent ISP in the country. The company signed its first multiple-ISP agreement with Time Warner Cable in November 2000. Since then, EarthLink High Speed Internet service has been launched in 24 Time Warner Cable markets, and plans are in place to launch in the remaining 15 Time Warner markets by mid-2002.

Today, EarthLink is a leading broadband Internet service provider. EarthLink is the only ISP to offer high-speed Internet access nationally through three major broadband technologies: cable, DSL and two-way satellite. The company also offers its award-winning Internet services on a wholesale basis via cable, DSL and fixed wireless technologies. Its commitment to offer a variety of broadband technologies through multiple vendors allows EarthLink to offer its high-speed services to customers in more areas of the country.

**NOTE: AT&T Broadband and EarthLink will hold a press briefing regarding this announcement on a conference call today, March 12, 2002, at 11 a.m. ET. Media interested in participating may dial 800-553-0351. A rebroadcast of the teleconference will be available beginning at 2:30 p.m. ET today until March 13, 2002 at midnight. The rebroadcast number is 800-475-6701 access code 631301.**

### 3-3-3 AT&T BROADBAND AND EARTHLINK FORGE ISP CHOICE AGREEMENT

#### About AT&T Broadband

AT&T Broadband, a business unit of AT&T, is the nation's largest broadband services company, providing television entertainment services to about 14 million customers across the nation. The company also provides advanced services, such as digital cable, high-speed cable Internet services and competitive local phone service. More information on AT&T Broadband services can be found at [www.attbroadband.com](http://www.attbroadband.com). AT&T (NYSE:T) is the world's leader in telecommunications services and technology.

#### About EarthLink

EarthLink brings the magic of the Internet to approximately 4.8 million subscribers every day. Headquartered in Atlanta, EarthLink provides a full range of innovative access, hosting and e-commerce solutions to thousands of communities over a nationwide network of dial-up points of presence, as well as high-speed access and wireless technologies. EarthLink is committed to doing an exceptional job of pleasing its subscribers, shareholders and the community by following the company's Core Values and Beliefs [<http://www.earthlink.net/about/ourvalues/cvb/index.html>]. Information about EarthLink services is available by calling 800-395-8425 and through EarthLink's Web site at [www.earthlink.net](http://www.earthlink.net).

# # #

*This press release contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. These include, but are not limited to, statements regarding the Company's plans, intentions and expectations. Such statements are inherently subject to a variety of risks and uncertainties that could cause actual results to differ materially from those projected. These risks include increased levels of competition, shortages of key equipment, restrictions on the Company's ability to finance its growth and other factors. A more extensive discussion of the risk factors that could impact these areas and the Company's overall business and financial performance can be found in the Company's reports filed with the Securities and Exchange Commission. Given these concerns, investors and analysts should not place undue reliance on forward-looking statements.*

## FACT SHEET

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### Company:

EarthLink brings the magic of the Internet to approximately 4.8 million subscribers every day. Headquartered in Atlanta, EarthLink provides a full range of innovative access, hosting and e-commerce solutions to thousands of communities over a nationwide network of dial-up points of presence, as well as high-speed access and wireless technologies.

Through its dedication to its core values, its actions, and products and services, EarthLink continually proves its commitment to making the Internet a relevant, entertaining and personal tool for its subscribers. Reflecting this commitment, EarthLink regularly wins industry awards for member satisfaction, reliability and outstanding service.

### Core Values & Beliefs

The 10 Core Values and Beliefs (CVBs) [<http://www.earthlink.net/about/ourvalues/cvb/index.html>] at the heart of everything EarthLink does – from the most significant strategic decisions to daily interaction with its subscribers – are the driving force behind EarthLink's corporate culture. Along with *Your Internet Bill of Rights* (<http://rights.earthlink.net/>) – a charter of what EarthLink subscribers should expect from their ISP – the CVBs are the definitive statement of EarthLink's commitment to continually providing the best service in the ISP industry.

### Standard Services

EarthLink's \$21.95-a-month unlimited dial-up service includes:

- EarthLink 5.0 software, an easy-to-use, intuitive, all-in-one interface that combines the power of the open Internet with the simplicity of an online service;
- 8 total email addresses, each with its own 10 MB personal Web site and Personal Start Page
- "Click-N-Build" Web site creation tool;
- Award-winning 24/7 toll-free support;
- Customizable portal to the Internet – the Personal Start Page<sup>SM</sup>;
- Access to EarthLink's nationwide network of dial-up numbers in North America with local coverage in markets covering 99 percent of U.S. households, 99 percent of which are v.90 standard;
- *eLink*, EarthLink's weekly subscriber electronic newsletter.

### High-Speed Services

EarthLink's high-speed Internet service includes everything highlighted in EarthLink's "Standard Services" plus:

- An always-on connection with speeds up to 1.5 Mbps
- Convenient and easy self-install option in many areas;
- Free firewall software with all accounts;
- Home Networking and Static IP options available
- Service over DSL, cable and satellite;
- Access to EarthLink's network of dial-up numbers.

**Personal Start Page**

EarthLink's popular Personal Start Page<sup>SM</sup> is a content-rich and highly customizable portal, designed to make each EarthLink subscriber's Internet experience even more personalized and productive.

As part of a highly customizable "personal start environment," EarthLink's Start Page provides subscribers with a wide range of choices for receiving the news, information and services they want from the sources they want.

Personal Start Page features include:

- Web-based email;
- Updated headline news, sports news and customizable sports scores, current weather conditions and forecasts, and business and financial news from leading media sources;
- Easy access to EarthLink's e-commerce site, The EarthLink Mall;
- A "Finance" area to EarthLink's Finance Center -- a personal finance portal including stock quotes, a broad variety of personal finance and investment content, and individual portfolio creation tools;
- A "Chat" area, which allows people to communicate in real-time via EarthLink's version of Instant Messenger, locate chat rooms of interest, and browse Internet event listings;
- A "Sports" area that provides customizable sports scores, news and updates;
- An "Entertainment" area offering the latest news and information on movies, music and books;
- A "Health" area providing news and information about personal health issues for women, men and children;
- A "Biz Center" area to EarthLink's personal business center which keeps EarthLink's business subscribers up to speed with a variety of content and services such as industry-specific news for local businesses, news feeds according to specific industry relevance, and a suite of e-commerce solutions;
- A "Support" area to EarthLink's Personal Support Center -- a single, easy-to-navigate support portal that puts all of EarthLink's award-winning service and support resources at subscribers' fingertips;

EarthLink's Personal Start Page lets subscribers condense the expanse of the Internet into a tight package of content specific to their preferences. Each subscriber's preferences are stored and their updated content is displayed every time they log on to the Internet or click back to their home page.

**Customer Support:**

EarthLink devotes approximately 60 percent of its staff to providing award-winning toll-free support, 24-hours-a-day, seven-days-a-week.

**Headquarters:**

1375 Peachtree Street  
Atlanta, Georgia, 30309

**Employees:**

6,000+

**Management:**

Sky Dayton, Chairman  
Garry Betty, CEO  
Mike McQuary, President  
Lee Adrean, CFO, Executive Vice President, Accounting and Finance  
Les Seagraves, Chief Privacy Officer  
Bill Heys, Executive Vice President, Sales  
Brinton Young, Executive Vice President, Strategic Planning and Marketing  
Carter Calle, Executive Vice President, Member Support  
Greg Stromberg, Executive Vice President, Employee Services  
Jon Irwin, Executive Vice President, Member Experience  
Karen Gough, Executive Vice President, Marketing

Fact Sheet 3-3-3

Lance Weatherby, Executive Vice President, EarthLink Everywhere  
Linda Beck, Executive Vice President, Operations  
Mike Lunsford, Executive Vice President, Strategic Brand Marketing  
Sam DeSimone, Executive Vice President and General Counsel  
Veronica Murdock, Executive Vice President, Acquisition and Integration  
Mark Petrovic, Vice President, Research and Development  
Dan Greenfield, Vice President, Corporate Communications

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# # #



**FOR IMMEDIATE RELEASE**

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## **EARTHLINK REPORTS CONTINUED BROADBAND GROWTH IN FIRST QUARTER RESULTS**

*Company Passes the Half Million Mark for High Speed Subscribers*

ATLANTA, Apr. 22, 2002 – EarthLink, Inc. (NASDAQ: ELNK) today announced its first quarter financial results for the three-month period ending March 31, 2002.

EarthLink reported that revenues grew to \$333.4 million in the first quarter, a 13 percent increase over the first quarter of 2001. Earnings before interest, taxes, depreciation and amortization (EBITDA) were \$6.5 million for the quarter, a \$25.0 million improvement from the prior year first quarter. The net loss for the first quarter, excluding acquisition and merger related expenses, narrowed to a negative \$19.0 million, or \$(0.13) per share, compared to a negative \$35.1 million for the first quarter 2001. The company also reported that it ended the quarter with approximately 4.9 million paying subscribers.

“Once again, EarthLink has demonstrated its ability to generate strong broadband growth, as we crossed the half million mark for high-speed subscribers during the first quarter,” said Garry Betty, EarthLink’s chief executive officer. “In addition, we built on the success of our multiple ISP relationship with AOL Time Warner by announcing an agreement with AT&T Broadband to begin offering a competitive high-speed alternative to customers in Boston and Seattle later this year. Through its cable, DSL and satellite offerings, EarthLink has the largest national broadband footprint of any ISP in the country.”

-- more --

## **First Quarter Financial Results**

### Revenue

Narrowband revenues were \$262.7 million in the quarter, an increase of 9 percent from the prior year first quarter. EarthLink ended the quarter with 4.2 million narrowband subscribers, down from 4.3 million a year ago, reflecting the negative effect on customer growth of price increases implemented in the second half of 2001 and the continuing migration of subscribers to high-speed access. EarthLink acquired 89,000 subscribers in the first quarter from smaller ISPs, including 30,000 wireless subscribers from OmniSky.

High-speed access continued to be an important component in EarthLink's growth strategy, as revenues rose to \$54.0 million, a 67 percent increase over the prior year's first quarter. EarthLink ended the quarter with 532,000 broadband subscribers, an 85 percent increase compared to a year ago and a 13 percent increase from yearend.

Web hosting revenues in the first quarter were \$13.5 million, a 19 percent decrease from the same quarter last year. The number of Web hosting customers was 175,000, up 2,000 from the end of the first quarter of 2001. Advertising, content and commerce revenue was \$3.2 million in the quarter, down slightly from \$3.9 million in the prior year first quarter.

Monthly customer churn improved from 4.5 percent in the fourth quarter of 2001 to 4.1 percent in the current quarter. Some further improvement in churn is expected over the course of the year as the company continues to focus on enhancing the customer experience and as the customer mix shifts more toward broadband services, which have lower rates of churn than narrowband offerings.

### Earnings before Interest, Taxes, Depreciation, and Amortization (EBITDA)

EarthLink's quarterly EBITDA improved to a positive \$6.5 million from a loss of \$18.5 million in the prior year first quarter. The improvement in the quarter continues to reflect increased revenue and margins from the narrowband price increase, lower narrowband telecommunications expenses, and effective containment of operating costs, while providing for additional sales and marketing expenditures.

### Balance Sheet

As of March 31, 2001, EarthLink held cash and marketable securities of \$554.2 million. Total cash used in the quarter was \$39.8 million. Capital expenditures were \$10.0 million in the

### 3-3-3- EarthLink 1Q02 Earnings

quarter while payments related to acquisitions were \$11.5 million. Accounts payable and accrued liabilities declined by \$26.4 million, reflecting principally the payment in the first quarter of employee bonuses for 2001.

#### **Other First Quarter Highlights**

In the first quarter, EarthLink began the next phase in the deployment of its multiple ISP agreement with AOL Time Warner, launching high-speed service in 6 additional markets. Through the March 31, 2002, EarthLink was offering its award-winning Internet service and its full package of high-speed Internet access, content, applications and functionality to approximately 16 million homes passed in 26 markets. In addition, EarthLink laid the foundation for future growth by announcing a multiple ISP agreement with AT&T Broadband to launch broadband service in Boston and Seattle later this year. EarthLink also expanded its home networking service to high-speed cable subscribers, allowing both EarthLink's cable and DSL customers to enjoy the benefits of sharing their high-speed Internet connection across all the computers and peripherals in their homes.

In the first quarter, EarthLink also completed the acquisitions of Cidco and Omnisky and launched EarthLink Wireless Email and Internet Service on select Palm OS and Pocket PC handheld devices. These efforts are an important part of the company's expanding EarthLink Everywhere initiative to capitalize on the growing mobility of Internet access through non-PC based appliances. EarthLink now provides wireless email and Internet access on more handheld devices than any other major consumer ISP.

Building on its existing OEM agreements with Apple and Hewlett Packard, EarthLink also announced deals with IBM and Compaq during the quarter to extend its sales channels for the company's dial-up and high-speed services.

EarthLink also launched StarTrek.net, the only Star Trek-themed Internet access service, from EarthLink and Paramount Digital Entertainment. In addition, EarthLink received the only five-star rating among Internet service providers from the editors of Ziff Davis Smart Business. The magazine selected the Atlanta-based ISP as its "top pick," citing EarthLink's easy installation, abundance of local-access dial-up numbers and array of broadband choices, including cable, DSL and satellite high-speed access.

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### Business Outlook

The following statements are based on management's current expectations. These statements are forward-looking, and actual results may differ materially. See comments under "Forward-Looking Statements" below. The company undertakes no obligations to update these statements.

EarthLink's principal operating objectives are to deliver steady growth in total subscribers while continuing to improve profitability. Based on first quarter results, current market trends, and the company's operating plans for the remainder of the year, EarthLink is refining its guidance for 2002.

EarthLink expects to end 2002 with approximately 5.2 million paying subscribers. We anticipate that the largest portion of the subscriber growth will come from EarthLink's high-speed offerings, where EarthLink will capitalize on its well-established DSL and satellite offerings and its expanding cable broadband services to grow its high-speed subscriber base by 250,000-300,000 subscribers for the year. The remaining growth will come from further improvement in narrowband churn over the course of the year and growth in EarthLink's MailStation Internet appliance offering, particularly in the seasonally strong year-end holiday period. Revenues for the year are expected to be approximately \$1.4 billion.

EarthLink expects to improve operating margins in 2002 compared to 2001 by continuing to reduce telecommunications costs per subscriber for both its narrowband and broadband services, consolidating to a single billing and customer information system, improving efficiencies in the customer support call centers, and growing all other operating expenses more slowly than revenue, which is expected to increase operating leverage. Higher operating margins are expected to fund an approximately 10 percent increase in sales and marketing expenses over the prior year while still significantly increasing EBITDA. The company expects EBITDA to be in the range of \$60-\$75 million for the year and net loss, before merger and acquisition related costs, to be in the range of (\$0.14) - (\$0.24) per share.

EarthLink anticipates ending the second quarter of 2002 with between 590,000 - 600,000 broadband subscribers and between 4.9-4.95 million total paying subscribers. Revenues are expected to be in the range of \$338-\$342 million. The company expects EBITDA to be in the range of \$9-\$14 million, and expects net loss, before merger and acquisition related costs, to be in the range of (\$0.08) - (\$0.11) per share.

## **Conference Call for Analysts and Investors**

Management will host a conference call on April 22, 2002 at 5 p.m. EDT. Investors in the United States and Canada interested in participating in the conference call may dial (877) 502-9273 and reference the EarthLink earnings call. International investors may dial (913) 981-5582 and reference the same. EarthLink recommends dialing in approximately 10 minutes prior to the scheduled start time. Investors will also have the opportunity to listen to a live Webcast of the conference call via the Internet at the following site:

[http://www.corporate-ir.net/ireye/ir\\_site.zhtml?ticker=ELNK&script=2100](http://www.corporate-ir.net/ireye/ir_site.zhtml?ticker=ELNK&script=2100)

A taped replay will be available beginning at 9 p.m. EDT on April 22 through 1 a.m. EDT on April 27, 2002 by dialing (888) 203-1112. International callers should dial (719) 457-0820 for the replay. The replay confirmation code is 761867. Additionally, the Webcast of this call will be archived on our site at:

[http://www.corporate-ir.net/ireye/ir\\_site.zhtml?ticker=ELNK&script=1100](http://www.corporate-ir.net/ireye/ir_site.zhtml?ticker=ELNK&script=1100)

## **About EarthLink**

EarthLink brings the magic of the Internet to approximately 4.9 million subscribers every day. Headquartered in Atlanta, EarthLink provides a full range of innovative access, hosting and e-commerce solutions to thousands of communities over a nationwide network of dial-up points of presence, as well as high-speed access and wireless technologies. EarthLink is committed to doing an exceptional job of pleasing its subscribers, shareholders and the community by following the company's Core Values and Beliefs [<http://www.earthlink.net/about/ourvalues/cvb/index.html>]. Information about EarthLink services is available by calling 800-395-8425 and through EarthLink's Web site at [www.earthlink.net](http://www.earthlink.net).

# # #

## **Cautionary Information Regarding Forward-Looking Statements**

Although we believe that our expectations that are expressed in these forward-looking statements are reasonable, we cannot promise that our expectations will turn out to be correct. Our actual results could be materially different from and worse than our expectations. With respect to such forward-looking statements, the Company seeks the protections afforded by the Private Securities Litigation Reform Act of 1995. These risks include, without limitation, (1) that we may not successfully enhance existing or develop new products and services in a cost-effective manner to meet customer demand in the rapidly evolving market for Internet services; (2) that our service offerings may fail to be competitive with existing and new competitors; (3) that competitive product, price or marketing pressures could cause us to lose existing

6-6-6- EarthLink 1Q02 Earnings

customers to competitors, or may cause us to reduce, or prevent us from raising, prices for our services; (4) that our commercial and alliance arrangements, including marketing arrangements with Apple and Sprint, may be terminated or may not be as beneficial to us as management anticipates; (5) that declining levels of economic activity, increasing maturity of the market for internet access, or fluctuations in the use of the Internet could negatively impact our subscriber growth rates and incremental revenue levels; (6) that we may experience other difficulties that limit our growth potential or lower future overall revenues; (7) that service interruptions could harm our business; (8) that we are not profitable and may never achieve profitability or positive cash flow; (9) that our third party network providers may be unwilling or unable to provide Internet access; (10) that we may be unable to maintain or increase our customer levels if we do not have uninterrupted and reasonably priced access to local and long-distance telecommunications systems for delivering dial-up and/or broadband access, including, specifically, that integrated local exchange carriers and cable companies may not provide last mile broadband access to the Company on a wholesale basis at all or on terms or at prices that allow the Company to grow and be profitable in the broadband market; (11) that we may not be able to protect our proprietary technologies or successfully defend infringement claims and may be required to enter licensing arrangements on unfavorable terms; (12) that our new initiatives such as "EarthLink Everywhere" may not be as successful as management anticipates; (13) that government regulations could force us to change our business practices; (14) that our stock price may fluctuate significantly regardless of EarthLink's actual operating performance; and (15) that some other unforeseen difficulties may occur. This list is intended to identify some of the principal factors that could cause actual results to differ materially from those described in the forward-looking statements included herein. These factors are not intended to represent a complete list of all risks and uncertainties inherent in the Company's business, and should be read in conjunction with the more detailed cautionary statements included in EarthLink's other filings with the Securities and Exchange Commission.

The company believes that EBITDA and net loss, excluding acquisition and merger related costs, are additional meaningful measures of operating performance. However, this pro forma information will necessarily be different from comparable information provided by other companies and should not be used as an alternative to our operating and other financial information as determined under accounting principles generally accepted in the United States of America.

**FOR IMMEDIATE RELEASE**

Contact:

Carla Shaw  
EarthLink  
404-748-7436  
shawcm@corp.earthlink.net

## **EARTHLINK WINS CNET AWARD FOR THIRD YEAR IN A ROW**

*Review praises easy-to-use tools, reliability and support*

ATLANTA, April 26, 2002 – Citing EarthLink's (Nasdaq: ELNK) "cool tools and reliability," CNET for the third consecutive year has awarded top honors to EarthLink in its annual review of Internet service providers (ISP).

In an article titled *Dialing for dollars: we compare five major dial-up ISPs*, CNET writes, "... EarthLink gets our nod as the best among the major dial-up ISPs. Why? The service helps you get started, then steps nimbly out of the way. It offers easy-to-use tools and doesn't pester you with ads or spam. And, to top it off, EarthLink provides highly reliable service and surprisingly good support for a reasonable \$22 a month."

CNET also acknowledges EarthLink's simple setup and strong privacy policy in naming the ISP best of breed for dial-up access.

"Internet service is highly competitive, and we are pleased and honored that CNET has named EarthLink its ISP of choice for three years in a row, said Mike McQuary, president of EarthLink. "We remain committed to providing subscribers with a better, faster, more reliable Internet connection and to giving each customer a wide-range of services, including broadband and wireless offerings, helpful navigation tools and personalized home pages."

In its review posted April 17, 2002, CNET rates EarthLink highly for its reliable access, which CNET calls "top notch," and its service, which the article likens to having "your personal Internet valet." The review also praises the company's Acceptable Use Policy and strong privacy protection, which made EarthLink "the only ISP to publicly turn down the FBI's request to install its Carnivore e-mail monitoring system."

To read more about CNET's selection, go to <http://www.cnet.com/internet/0-3762-8-9635218-2.html?tag=st.is.3762-8-9635218-1.arrow.3762-8-9635218-2>.

## 2-2-2 EarthLink Wins CNET Award for Third Consecutive Year

### About EarthLink

EarthLink (NASDAQ: ELNK) brings the magic of the Internet to approximately 4.9 million subscribers every day. Headquartered in Atlanta, EarthLink provides a full range of innovative access, hosting and e-commerce solutions to thousands of communities over a nationwide network of dial-up points of presence, as well as high-speed access and wireless technologies. EarthLink is committed to doing an exceptional job of pleasing its subscribers, shareholders and the community by following the company's Core Values and Beliefs

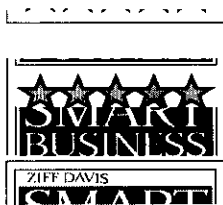
[<http://www.earthlink.net/about/ourvalues/cvb/index.html>]. Information about EarthLink services is available by calling 800-395-8425 and through EarthLink's Web site at [www.earthlink.net](http://www.earthlink.net).

###



# RECENT AWARDS

## EarthLink®



March 2002

**2002 Ziff Davis Smart Business "Five-Star Award"** — EarthLink has received the only five-star rating among Internet service providers (ISP) from the editors of *Ziff Davis Smart Business*. The magazine selected the Atlanta-based ISP as its "top pick," citing EarthLink's easy installation, abundance of local-access dial-up numbers and array of broadband choices, including cable, DSL and satellite high-speed access. In a review titled *Deathmatch: Internet Service Providers*, Gordon Bass writes, "The Net, the way you want it... Remarkably simple to install," and "Fastest time for a 1MB download with a 56Kbps connection."

*Ziff Davis Smart Business 5-Star Award Logo is a trademark of Ziff Davis Publishing Holdings Inc.*



October 2001  
&  
February 2000

**2001 Mobile Computing's "First Class Award"** — They write, "Once again, our First Class Award goes to EarthLink, but not just for providing a fast and reliable connection to the Internet without pop-up ads. This international ISP has rounded out its offerings by adding two pricing plans... and more important, by supporting a wide variety of wireless-access devices."

**2000 Mobile Computing's Best ISP Award** — Both EarthLink and MindSpring were named best Internet service provider in Mobile Computing's editorial review. "Based on these factors [ability to connect to the Internet in a variety of ways and the time it took to connect], two companies which are soon to be one, came out on top."



June 4, 2001

**2001 Inter@ctive Week's "Top Internet Service Provider" Award** — For the second year in a row, EarthLink was honored with another award from *Inter@ctive Week*. This year, IT managers rated EarthLink the "Top Internet Service Provider" in a survey. "No Internet service provider is more deserving of a top spot in the ISP category than EarthLink ... Number one fights hard to become a real alternative to America Online."



March 2001

**2001 CNET Editors' Choice Award** — EarthLink was named CNET's Editors' Choice for best Internet service provider for two years in a row! "Thanks to its flexibility and all these extras [Web-based news and shopping content, email service ...], EarthLink caters to both home and business users so skillfully that it wins our Editors' Choice for the second year running." "Whether you're a Net newbie or a seasoned surfer, EarthLink is the ISP for you ... We think EarthLink is the one-size-fits-all ISP."



March 2001

**2001 Ziff Davis Smart Business' "Best of the Best" Award** — Formerly *PC Computing*, *Ziff Davis Smart Business Magazine* awarded EarthLink its second straight MVP award for best ISP while EarthLink Biz was named a Web Hosting finalist. The magazine writes "[EarthLink] ... comes in first place for easy access to the Net from just about anywhere in the 50 states ... What else could you want?"



April 2000

**2000 Smart Computing's Top ISP Award** — MindSpring was named Smart Computing's top Internet service provider in their editorial review. "Our research indicates that [MindSpring] delivers fast Internet access with few dial-up problems."



**Contact:** Carla Shaw  
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 404-815-0770, X 22436  
 shawcm@corp.earthlink.net

**EarthLink™**

## EarthLink Partner & Product Fact Sheet

### EarthLink Dial-up Services

The #1 Provider of the Real Internet™, EarthLink brings the magic of the Internet to approximately 4.8 million subscribers every day. Headquartered in Atlanta, EarthLink provides a full range of innovative access, hosting and e-commerce solutions to thousands of communities over a nationwide network of dial-up points of presence, as well as high-speed access and wireless technologies. EarthLink is committed to doing an exceptional job of pleasing its subscribers, shareholders and the community by following the company's Core Values and Beliefs [<http://www.earthlink.net/about/ourvalues/cvb/index.html>]. Information about EarthLink services is available by calling 800-395-8425 and through EarthLink's Web site at [www.earthlink.net](http://www.earthlink.net).

Package	Setup Fee	Monthly Rate	Cost per Hour	Cost per Minute	Features
EarthLink Unlimited	\$25.00 (waived, per ongoing promo)	\$21.95	-0-	-0-	<ul style="list-style-type: none"> <li>• EarthLink 5.0 Internet access software</li> <li>• Eight email addresses</li> <li>• Free 10MB personal Web space per email address</li> <li>• "Click-N-Build" Web site creation tool</li> <li>• Award winning 24/7/365 customer service and technical support</li> <li>• EarthLink's customizable Personal Start Page<sup>SM</sup></li> <li>• Unlimited Internet access with speeds up to 56K</li> <li>• Roaming at 7500+ local dial-up numbers in North America with local coverage in markets covering 99 percent of U.S. households, 99 percent of which are v.90 standard</li> <li>• Helpful publications: <i>bLink</i>, EarthLink's quarterly printed magazine; <i>eLink</i>, EarthLink's weekly subscriber and electronic newsletter.</li> <li>• Internet tools – Spaminator, instant messaging, Webmail</li> <li>• 800 service from anywhere in the continental U.S. available for 8 cents/minute</li> </ul>
EarthLink Limited	Same as Unlimited	\$9.95 for 10 hours	\$1 per hour for additional hours	-0-	<ul style="list-style-type: none"> <li>• 10 hours included per month</li> <li>• 10 MB of free Web space per email address</li> <li>• 800 service from anywhere in the continental U.S. available for 8 cents/minute</li> </ul>
EarthLink - The Work	Same as Unlimited	\$26.95	-0-	-0-	Everything included in EarthLink's basic package, plus: <ul style="list-style-type: none"> <li>• Guaranteed priority technical support</li> <li>• 2 additional email addresses, for a total of 10</li> <li>• 5 email aliases</li> <li>• 10 MB of personal Web space per email address</li> <li>• 100 hours single-channel ISDN</li> <li>• 800 service from anywhere in the continental U.S. available for 8 cents/minute</li> </ul>
Additional email account	\$9.95	\$4.95			
International Roaming	-0-	-0-	-0-	\$ .10	EarthLink offers international roaming in Europe, UK, Asia and Australia
Email Forwarding	-0-	\$2.95			



**EarthLink™**

## EarthLink Everywhere

**Contact:**







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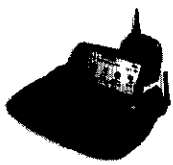




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“EarthLink Everywhere” is EarthLink’s initiative to extend its award-winning Internet access and the EarthLink experience beyond the personal computer, into the world of Internet-connected appliances and mobile devices. Internally, the EarthLink Everywhere team helps EarthLink explore and select the most promising new technologies and then establish core groups dedicated to bringing those access technologies to market.

System	Partner	Device	Price	EarthLink Component
Wireless Devices	EarthLink Wireless Email & EarthLink Mobile Internet featuring BlackBerry™  	Research In Motion’s 950 and 957 two-way wireless handhelds deliver Always On, Always Connected™ mobile access to email. The units also include an address book, task list and calendar functions, and offer PC synchronization. The easy to use units have an intuitive, menu-driven interface with simple trackwheel and keyboard.	RIM 950: \$399.00 RIM 957: \$499.00 Service: \$39.95/month Add-on Mobile Internet service: \$9.95/month	Introduced in Dec. 2001, EarthLink Wireless Email featuring the popular BlackBerry™ handheld allows EarthLink subscribers to stay connected to their primary email account by sending and receiving messages – in real time – from anywhere in the nation. An “Enterprise Edition” offering makes the service available to Microsoft Exchange and Lotus Domino email users.  In Oct. 2001, EarthLink Mobile Internet service became available to EarthLink Wireless Email subscribers. The new service features a mobile Internet browser, powered by Neomar, which gives users secure access to Wireless Web sites, relevant news and content categories of their choice, Web search, and directory services.
	EarthLink Wireless Email  featuring Motorola Talkabout® T900  	The Talkabout T900 is a fun, user-friendly mobile connection to email with a full QWERTY keyboard, a four-line display screen and an address book for up to 250 contacts. Less than four ounces and about the size of a large pack of gum, the T900 can reply, forward, delete and store emails.	Unit: \$99.95 Service: \$24.95/month	Launched in April 2001, EarthLink offers its subscribers an extension of their primary email address and allows them to send and receive messages without being tied to a PC. Subscribers can communicate via email to most open-standard email addresses, other T900s, and other wireless devices.
	OmniSky Wireless Platform  	In December 2001, EarthLink announced plans acquire the installed subscriber base and key wireless infrastructure components of OmniSky, a leading wireless ISP and developer and provider of wireless data applications and services on mobile wireless devices.	Unit and service fee prices will vary.	The acquisition of OmniSky’s subscribers, and the underpinnings of its award-winning wireless data services, will serve to extend EarthLink’s mobile wireless service offerings onto popular Palm and PocketPC wireless handheld devices. The acquisition also will firmly establish EarthLink as one of the leading providers of mobile wireless Internet services.

System	Partner	Device	Price	EarthLink Component
Internet/Email Appliances	Mivo™  and MailStation™  personal email devices	With devices that have retailed to date for as little as \$99.95 and a \$9.95 monthly service fee, Cidco has successfully marketed its MailStation™ and Mivo™ products through a number of major retailers. <b>In October 2001, EarthLink announced its plans to acquire Cidco's product line and subscriber base of 120,000. The acquisition is estimated to be completed by end of February 2002.</b>	Unit: As low as \$99.95  Monthly Email service: \$9.95	The addition of Cidco's line of personal email devices to EarthLink's stable of Internet products and services will strengthen the ISP's presence with mainstream retailers that want to offer consumers a suite of Internet access offerings at every level – from low-cost appliances, to standard PC-based dial-up access, to premium services such as high-speed, home networking and wireless services.
	New Internet Computer (NIC) 	The New Internet Computer's NIC Internet appliance offers plug-and-play email and Internet access via completely Internet-compatible dial-up or broadband access. A flat-screen monitor and other options are available and come without the cost or complexity of a PC.	Unit: \$199.99 plus monitor  Service: \$19.95/month	NIC began offering EarthLink Internet access on its machines in February 2001. EarthLink subscribers with NICs will be provided the same EarthLink experience, interface, customer service and functionality accessible on a traditional personal computer.
	Netpliance  <b>i-opener</b> From the people at Netpliance	Netpliance's i-opener Internet appliance gives existing customers instant access to the latest weather, news, and mail services without having to always connect to the Web. i-opener units include a 10-inch LCD display, a keyboard with full size keys, a built-in mouse, and one-touch keys to email. <b>Production of the i-opener has been discontinued by Netpliance.</b>	Service: \$21.95/month	EarthLink acquired Netpliance's i-opener subscriber base in February 2001, allowing them to continue using the i-opener to access their email and the Internet with EarthLink.
	Audrey™ from 3com  <b>3COM</b>	Focused on the family, Audrey can sync calendars and address books from two Palm-powered handhelds, send and receive emails scribbled on the touch screen or with recorded voice email attachments. Audrey also allows users to surf the Web and access pre-selected Internet content with the turn of a dial. <b>Production of the Audrey has been discontinued by 3Com.</b>	Service: \$19.95/month	EarthLink email and Internet service is currently available to existing Audrey owners. Audrey allows EarthLink subscribers to quickly and easily access their favorite and most useful Web content while organizing their busy schedules.

System	Partner	Device	Price	EarthLink Component
Interactive TV	TeleCruz [interactive] TV technology 	Televisions with the TeleCruz platform will enable viewers to enjoy Internet and broadcast content on a single screen. TeleCruz-enabled TV sets allow consumers to connect to the Internet via an embedded modem, chip-set, and interactive software package contained within the television itself.	Unit and service fee prices will vary.	As the premier ISP for TeleCruz-enabled televisions from Panasonic (available in the first half of 2002), EarthLink will offer the ability to surf the Web via the EarthLink portal, make full use of personal email accounts, and enjoy enhanced programming through TeleCruz-enabled televisions using a remote or wireless keyboard.
Set-top box	NetCommunications Net@Home set-top box 	The Net@Home™ set-top box can produce Internet access via the Instant Internet Access System, which offers email, surfing and secured e-commerce all through the connectivity and visual presentation of the television.	Unit: \$149.00 to \$199.00 Service: \$19.95	Since December 2000, EarthLink subscribers have been accessing email and Internet content within 10 minutes of receiving their Net@Home box with only a phone line and television set. EarthLink is the premier ISP for NetCommunications' set-top box offering a \$100 rebate for subscribers signing up for a year of service.
Software	OEone Corporation 	OEone software product is a Linux based Operating Environment platform marketed to hardware manufacturers. This Operating Environment comes complete with applications that enable an original equipment manufacturer (OEM) to quickly bring powerful Internet devices to market.	Price applicable to OEMs	In February 2001, EarthLink and OEone announced a joint agreement to fully integrate EarthLink's Internet services into OEone's Internet Computer Operating Environment Platform. EarthLink is the premier ISP for OEone's partner OEMs.

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**EarthLink™**  
*High Speed Internet*

## High Speed Internet Products and Services

With more than 471,000 high-speed subscribers, EarthLink is one of the leading high-speed Internet service providers. EarthLink Cable is currently available in 28 Time Warner Cable markets nationwide, and EarthLink DSL is available in more than 90 major metropolitan markets. The company also offers its award-winning Internet services through satellite and fixed wireless technologies. Its commitment to offer a variety of broadband technologies through multiple vendors allows EarthLink to offer its high-speed services to subscribers in more areas of the country.

System	Product	Price	Features
Home Network	<b>EarthLink™ HOME NETWORKING</b> 	Equipment: Wired - FREE** Wireless - \$150.00**  Service: \$9.95 per month	**Requires an EarthLink High Speed DSL or Cable connection.  Customers can choose from wired or wireless versions.  Includes: <ul style="list-style-type: none"> <li>• Full support for anything connected to the home network</li> <li>• Built-in firewall</li> <li>• Availability of future value-added services</li> </ul>
Cable	 <b>TIME WARNER CABLE</b> EarthLink High Speed Cable	Per Month: \$41.95 Standard Installation: Free	Speed: <ul style="list-style-type: none"> <li>- Up to 2Mbps downstream</li> <li>- Up to 384Kbps upstream</li> </ul> <ul style="list-style-type: none"> <li>• Unlimited dial-up access— so you can access your email and the Web when you're away from home</li> <li>• Eight email accounts</li> <li>• 10MB personal webspace per email box</li> <li>• Free ZoneAlarm personal firewall software</li> <li>• 24/7 toll-free customer support</li> </ul>

	 <p>EarthLink DSL (aDSL)</p>	\$49.95/month	<ul style="list-style-type: none"> <li>• Unlimited DSL Internet access</li> <li>• Downstream speed of up to 1.5Mbps</li> <li>• Upstream speed of up to 128Kbps</li> <li>• 8 email accounts</li> <li>• Free ZoneAlarm personal firewall software</li> <li>• 8 10MB Web sites and Personal Start Pages<sup>SM</sup></li> <li>• Dynamic IP addressing for added security</li> <li>• 24/7 toll-free customer support</li> <li>• 20 hours of dial-up access per month</li> </ul>
	 <p>EarthLink DSL Telecommuter Product</p>	\$64.95/month	<ul style="list-style-type: none"> <li>• Static IP address available for \$15 per month more</li> </ul>
Two-Way Satellite	 <p>EarthLink High Speed Satellite</p>	<p>Professional Installation: *\$199.00 Equipment Charge: *\$399.00</p> <p>DirectDuo dish upgrade (both Internet access and DirecTV services):</p> <p>\$274.00 for professional installation; \$429.00 for equipment</p> <p>Service: \$69.95</p>	<p>Speed:</p> <ul style="list-style-type: none"> <li>- Up to 400Kbps downstream</li> <li>- Up to 128Kbps upstream</li> <li>• 20 hrs. free dial-up roaming</li> <li>• 8 email addresses</li> <li>• 20MB personal Web space</li> <li>• 24/7 toll-free customer support</li> </ul>

\* Special promotion rate. Non-promotional price: \$250.00 (Installation)/ \$649.00 (Equipment charge)

\*\*Special promotion rate. Non-promotional price: \$149.95 (Wired)/ \$299.95 (Wireless)